



Presentation Template

Prepared for: Security Services for XYZ Corporation

Purpose: Present Action Plan for Approval

Prepared by: John R. Smith

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Executive Summary

*This presentation addresses the benefits, costs and our qualifications for performing and implementing the countermeasures that will achieve the *objectives* to neutralize threats and vulnerabilities associated with your assets and therefore improve your security posture.*

- ✓ ABC Security Agency has a thorough understanding of XYZ Company 's issues.
- ✓ ABC Security Agency has the best solution to meet XYZ's Company needs.
- ✓ ABC Security Agency is the right security company to do this job!

Company Profile

- ✓ Established in 2005
- ✓ Staffed with “Licensed & Bonded” security professionals
- ✓ Staffed with “highly qualified and experienced” field supervisors
- ✓ Recognized by our clients for our Quality, Professionalism, Cost-consciousness, and for being a “Team Player” who brings “Added Value” to their organizations and programs

Our Qualifications

- ✓ Our company has a strong reputation and experience as a service provider in your industry...12 years!
- ✓ Our company is financially stable...45 days payroll credit available to all our clients.
- ✓ Our company is highly responsive...city, state, and nationwide support available
- ✓ Our company has the required expertise and staff available to accomplish the work
- ✓ We are reliable and dependable...will deliver on our promise and will complete the project within the time and cost estimates we have provided...guaranteed!
- ✓ Our people are of high integrity, competent, responsive, client-focused, and highly qualified

Outsourced Capabilities

- ✓ Executive protection support
- ✓ Active shooter/violence in the workplace training
- ✓ Background check support – knowledgeable of FCRA requirements.
- ✓ Investigations services support
- ✓ K9 support services

ABC Security Services General Security Capabilities

- ✓ Close Circuit Television and Monitoring Systems
- ✓ Physical Security Devices & Systems
- ✓ Site Evaluations and Vulnerability Assessments
- ✓ Guard Force Operations and Standard Operating Procedures
- ✓ Security Awareness Training
- ✓ Business Continuity Planning

Construction Industry Qualifications

- ✓ More than 12 successful years serving the Construction Industry, including XYZ Corporation
- ✓ In-depth knowledge of OSHPD regulations in regards to Security & Life Safety systems

Other Industry Experience & Qualifications

Past & Current Clients:

- ✓ United States Immigrations
- ✓ City of Atlanta
- ✓ NASA
- ✓ Dole Foods
- ✓ Atlanta Department of Motor Vehicle
- ✓ Home Depot
- ✓ ABC Apartment Association
- ✓ XYZ Property Management

Steps taken to understand the risk associated with the security project

- ✓ We identified the assets in need of being protected.
- ✓ We identified the kinds of risk that may affect the assets involved (internal theft, external theft, fire, or a natural disaster.)
- ✓ We determined the probability of occurrence.
- ✓ We determined the impact or effect, in dollar value if possible, if a given loss does occur.

Our Understanding of Your Challenges

XYZ Corporation is a construction company building a commercial office complex. The crime statistics for the address of the proposed building shows a high incidence of crimes to property especially burglaries. After a third-party risk analysis was conducted; it has been determined that the cost of a potential loss from a burglary would be \$750,000 in heavy equipment theft. The average cost of each piece of equipment is over \$200,000. The company has a \$300,000 deductible for its property and casualty insurance policy to keep premiums low. The probability of a theft occurrence is 80%. The countermeasures proposed to mitigate the risk is to employ security personnel for access control and to patrol the premises 24/7. There are already a perimeter fence installed with security lighting and CCTV. The cost for the proposed countermeasure is \$323,581.

Our understanding of the risk associated with the security project

- ✓ **THREAT IMPACT (Medium)** – our risk analysis indicates that there is a potential threat to the assets based on the insider's/outsider's desire to compromise the assets and the possibility that the insider/outsider could obtain the capability through a third party who has demonstrated the capability in related incidents.
- ✓ **VULNERABILITY IMPACT (High)** - our risk analysis indicates that although there are some countermeasures in-place to impede, detect, assess and neutralize some internal/external activity—there are still multiple weaknesses through which an insider/outsider would be capable of exploiting the asset.

Our understanding of the risk associated with the security project (cont.)

- ✓ **SEVERITY OF DAMAGE OR LOSS TO ASSET (High)** – our risk analysis indicates that a major system damage/loss, or compromise to assets would have serious consequences resulting in loss of costly equipment that would impair operations affecting XYZ Corporation business or having a major impact on the balance sheet for a limited period of time.
- ✓ **RECOVERABILITY IMPACT (High)** – our risk analysis indicates recover may be accomplished; however, at great expense and over an extended period of time.

Our understanding of the risk associated with the security project (cont.)

- ✓ **SUBSTITUABILITY IMPACT (High)** – our risk analysis indicates substitutes are available; however, use of substitutes will significantly degrade project accomplishment or substitution cannot be made in a timely manner.
- ✓ **REPAIRABILITY IMPACT (High)** – our risk analysis indicates replacement or repair of equipment requires one to six months, cost of replacement or repair is \$500,000 to \$1,000,000.

Security System Recommended Countermeasures

The countermeasures with the greatest return on investments, which are equal to or less than what it would cost, if you performed the function in-house are:

- Install Bollards around the perimeter fence – a barrier made up of a steel cylinder filled with concrete, that prevents vehicles from passing or being removed from the area.
- Install capacitance sensors on the equipment – a device that detects an intruder approaching or touching a metal object by sensing a change in capacitance between the object and the ground.
- Install fence sensors – exterior intrusion detection sensors which detect aggressors or intruders as they attempt to climb over, cut through, or otherwise disturb a fence.
- Install an electronic security system for monitoring and alarm reporting– an integrated system which encompasses interior and exterior sensors, CCTV for assessment of alarm conditions

Our Approach #1

What we will do to detect the threat

Our strategy and plan is to put in place detection countermeasures that will detect and locate the intruders as far from the protected property line. Early detection gives us more time for an effective alarm assessment and execution of pre-planned response.

Our Plan will be:

- To install and use the Tactical Resources Early Warning Systems – responsible for over 743 arrest on our client's properties.
- To install and use Tactical Resources Tower Cam System – a fully portable and fully self-contained system. When an intruder is detected on property the Tower Cam sends a live video to the Security Officer's cellphone. With the patent camera tracking system, the subject is tracked and followed until the response force arrives or is no longer in the camera sight.
- To install devices that will detect an intruder approaching or touching the metal equipment by sensing a change in capacitance between the equipment and the ground.

Our Approach #2

What we will do to delay the threat

Our strategy and plan is to put in place delay countermeasures that will delay the intruders long enough to prevent them from achieving their objectives before our response force can interdict them. The current fence and gates are common types of fences and are penetrable in seconds, or, at best, in less than a minute, either by assisted climb over or by raising the bottom of the sheet of mesh and crawling under. Little or no tools required.

Our Plan will be:

- Prevention of entry by installing concrete barriers around the perimeter which will help delay anyone trying to remove the equipment from the premises unauthorized.
- Install Lo Jack on all pieces of heavy equipment, i.e., tractors, bull dozer, etc.

Our Approach #3

What we will do to asses the threat

Our strategy and plan is to put in place assessment countermeasures that will assist us in determining the cause of the alarm or recognizing the activity affecting the asset. This must be done as soon as possible after detection to prevent the intruder's position from being lost.

Our Plan will be:

- To have a highly trained staff of console monitors who will be responsible for assessing alarms initiated from the protected area.

Our Approach #4

How we respond to the threat

Our strategy and plan is for our response force to be immediately available, well-equipped, and highly trained to prevent intruders from achieving their objective.

Our Plan will be:

- To control access and patrol the inner perimeter of the premises 24/7.
- Our officers will patrol designated area at random intervals and times during the shift.
- Our officers will look for anyone attempting to enter the site without authorization, especially after hours and on weekends.
- Our officers will check the fence line and note any damage to the fence, such as cuts in the fabric, damage to the barbed wire, etc.
- Our officers will check all office trailer doors, windows and fences around the equipment storage area at random intervals and times during the shift.

Company Fee & Rate Schedule for XYZ Corporation

XYZ Corporation In-house Rate: \$90.21

(Estimate if function was performed in-house)

ABC Security Guard & Patrol Services Rate: \$37.04

ABC Security Guard & Patrol Services proposes these “XYZ Corporation Preferential Rates” in the spirit of partnership and long-term service relationships.

How Much Will it Cost?

- ✓ Total Cost of ABC Security Guard & Patrol Service: **\$323,581.44**
- ✓ Total Cost of performing the function In-house: **\$788,074.56**
- ✓ In-house Security Department Assumed Budget: **\$788,074.56** – (Security Vendor Cost)
\$323,581.44 = \$464,493.12 or 59% net benefit & cost avoidance of outsourcing your security guard & patrol service.

Projected Break Even, Payback Recovery Cost & Return on Investment

- ✓ If performed In-house direct/indirect, expected expense cost: **\$788,074.56/12 months = \$65,672.88 per month**
- ✓ Breakeven Point/Replacement/Recovery Period: **\$323,581.44 divided by \$65,672.88 = 4.92 or 4 months, 28 days**
- ✓ Total Projected Saving: **\$464,493.12**
- ✓ Return on Your Investment (ROI): **\$464,493.12 or 59%**
- ✓ Total Billable Cost **\$323,581.44** divided by **\$37.04** = 8,736 billable hours
- ✓ **8,736** billable hours divided by 52 weeks = 168 weekly billable hours
- ✓ 168 weekly billable hours divided by 36 hours = **5 FTE bodies**
- ✓ CLIENT receives 5 FTE on their cost per hire outsourcing investment

ABC Bill Rate Breakdown	Cost per Hour	Hours per Week	Cost per Week	Cost per Year
Direct Wages	\$17.21	168	\$2,891.28	\$150,346.56
Training	\$0.29	168	\$48.72	\$2,533.44
Vacation	\$0.33	168	\$55.44	\$2,882.88
Sub-total	\$17.83	168	\$2,995.44	\$155,762.88
15% payroll taxes	\$2.67	168	\$448.56	\$23,325.12
Uniform cost	\$0.03	168	\$5.04	\$262.08
Equipment cost	\$0.03	168	\$5.04	\$262.08
G&A Cost of operations	\$11.30	168	\$1,898.40	\$98,716.80
Actual Cost to Operate	\$31.86	168	\$5,352.48	\$278,328.96
Profit 14%	\$5.18	168	\$870.24	\$45,252.48
Straight Time Billing Rate	\$37.04	168	\$6,222.72	\$323,581.44
Overtime Bill Rate				

XYZ Total Cost of Ownership Bill Rate Breakdown	Cost per Hour	Hours per Week	Cost per Week	Cost per Year
Direct Wages	\$18.78	168	\$3,155.04	\$164,062.08
Benefits @ 36%	\$6.76	168	\$1,135.68	\$59,055.36
Overhead @ 65%	\$12.07	168	\$2,027.76	\$105,443.52
G&A @ 1.2	\$22.53	168	\$3,785.04	\$196,822.08
Total Billing Rate	\$60.14	168	\$10,103.52	\$525,383.04
Total Billing Rate w/Management Time @ 1.5	\$90.21	168	\$15,155.28	\$788,074.56

Observations & Recommendations

We believe the improvement to the current system will provide a better grade of security protection as a loss prevention measure. However, if a security system cannot fully protect against a threat, it must at a minimum offer enough protection so as to delay the threat until the system can be upgraded, to the point at which the threat can be defeated by the arrival of a responding force.

Based on our review of the current security system in place, it is designed to impede, and detect, some unauthorized internal and external activity. In addition to those measures already in place, it is highly recommended the owner/user consider installing additional security measures that would impede, detect, assess and neutralize all unauthorized external and internal activity. To reach the level of security needed to protect the equipment/facility, it is highly recommended the owner/user consider the recommendations outlined in this presentation. The objective is to minimize damage or reduce loss or theft to assets and to ensure that the construction capabilities are maintained.

For this asset, it was determined based on the threat(s); ingress denial must be provided by the security system. In the case of a forced entry or covert entry threat, the security system must be able to ***detect, delay, assess, and neutralize an unauthorized persons ensuring they are prevented from entering, removing (or destroying) some exclusion region containing the assets at risk.***

Conclusion

While no system of security can provide 100% foolproof protection against potential losses, liabilities and exposures, the ABC Security Services physical security system recommendations—when implemented—makes it more difficult for insiders or outsiders to succeed. In this respect, your current security program does fall somewhat short of providing as much assurance as it should. This means that your heavy equipment as identified during our risk assessment could be damaged, stolen, or compromised.

New safeguards must be added and many older ones improved if you are going to safeguard your personnel and protect your many varied assets. In terms of preventing the unauthorized access to your heavy equipment, facilities, and personnel, an increased XYZ Company operational security program will have to be viewed as a critical element relating to the continued success of the Company.



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P.O. Box 1431

Powder Springs, GA 30127

www.getasecurityquote.com

(404) 922-2872

